

May

4 Roles of Leadership

Acquire practical application tools that you can use every day. You'll be able to identify and develop the four critical abilities of true leaders - pathfinding, aligning, empowering, and modeling - to navigate turbulence, deliver results, and create the future.

5/17 Th 1-4pm SCC, T-120 LMitchell

Steering the Ship: What Every Captain Needs to Know about Making Money

As business owners, keeping an eye on the finances of a business can be a dreaded task. Some of the most important financial concepts to help you monitor your company's financial health will be addressed. We'll cover gross profit and why it's important, cash flow and financial projections and how they're crucial to staying afloat and much more.

5/23 W 1-3pm SCC, T-120 SLevitt

How to Start a Group Home

We'll discuss how to work with state and local governments, how to evaluate a house as a group home, find start-up money, what to expect in the licensing and pre-licensing process, identify staff and how to work with residents' families and guardians.

5/29 T 1-4pm SCC, T-122 SGore

Are You Ready? Getting Prepared for all Types of Hazards

This session will help to develop, practice, and maintain emergency plans that reflect what must be done before, during, and after a disaster to protect yourself, your business, and your home.

5/30 W 10am-12n SCC, T-120 MPrevatte

June

Military Veteran Entrepreneurship Programs

The Small Business Administration (SBA) will discuss business start-up lending assistance programs for Military Veterans with an honorable discharge. These programs include SBC 504 and SBA 8a.

6/04 M 6-9pm SCC, T-122 DSpry

Pricing Your Products or Services

You'll learn that pricing decisions affect almost everything about your business. Discover that every product or service has a range within which to set your price. So how will you know how to set your prices?

6/07 Th 9am-12n SCC, T-120 AMako

Supervision Strategies

"Getting the job done through other people" requires more than "knowing HOW the job needs to be done"! Learn HOW to create, manage and lead high performing self directed TEAMS, effectively!

6/07 Th 1-4pm SCC, T-120 BWhite

ABC's of Starting & Managing a Small Business

This seminar is geared for the beginner/startup, or for those small businesses needing a refresher on the basics of how to start, manage, and grow their small business. Key items include developing the marketing plan, cash flow analysis, developing winning customer outreach and creating sale opportunities.

6/11 M 6-9pm SCC, T-120 DSpry

Managing & Resolving Conflict

Conflict can be a useful workplace tool or, if unchecked, a disaster in the making. Learn how to address conflict assertively and create a win-win for both parties by understanding principled negotiation.

6/12 T 1-4pm SCC, HHS-133 BWhite

How to Start a Home-Based Business

Many people find working at home is the "ideal arrangement" and decide to formally set up businesses in their homes. Topics of discussion will include getting started, finding your niche, legal requirements, developing a business plan, marketing and financial plan and much more.

6/12 T 6-9pm SCC, HHS-133 AMako

Dazzle Customers as Soon as They Enter Your Business

Entrepreneurs and small business owners often wonder why a few stores with similar products and services vastly outsell others. The answers are found in the strategies, methods, planning and determination of the owners to enjoy a larger market share than the competition. Come experience how developing 'Dazzle Factors' will produce not only devoted customers but raving fans as well.

6/14 Th 1-4pm SCC, T-120 SCarver

40 Important Skills for Every Entrepreneur

Leadership, self-management, and people skills are important whether you are a beginner or an experienced business owner. Learn 40 skills that every business person needs to know in order to grow, enhance and sharpen their ability to succeed.

6/14 Th 6-9pm SCC, T-120 SCarver

Rain Barrel...A Sustainable Idea

Learn how to install, maintain, and benefit from the addition of rain barrels to your business, farm, home, or garden shed. Also, learn how to save water and 'green' your property at a very low cost.

6/19 T 6-9pm SCC, CART-148 BWestbrooks

337 Ways to Advertise & Market Your Business

This seminar is a "must" for those small businesses seeking to gain maximum exposure for their products and services within the community. Topics include improving the bottom line profit potential by keeping the marketing costs low and increasing the number of customers.

6/25 M 6-9pm SCC, T-122 DSpry

Grow Your Own Edible Mushrooms for Profit

Using micropropagation techniques, learn how to grow oyster, portabello and shitake mushrooms to market. Topics will include how to set-up a self-contained growing unit, proper cultivation, management and marketing.

6/26 T 6-9pm SCC, CART-148 BWestbrooks



All seminars are FREE and require pre-registration.

Call 910-642-7141, ext. 297, 397 or 419. ☎



July

How to be a Profitable Artist

Regardless of your medium – visual, literary, music, dance or film – this program gives you the tools to bridge the gap between what you already know about how to find clients and produce saleable art and what you need to know to operate the business side of your studio successfully.

7/10 T 6-9pm CC Arts Council ADunlap

How to Raise Your Credit Score to Over 740 Points; Receive that Personal or Business Loan

Now more than ever, having good credit is important in being able to obtain a personal or business loan. Your credit score is also important in determining the interest rate of your loans, insurance premiums and deposits required for phone and utility services. Topics discussed will be how to get and read a free credit report, maintaining good credit and increasing your credit score by 50-100 points or more within 60 days.

7/17 T 6-9pm SCC, T-122 BMoore

Motivating Employees to be Their Best

Managers and supervisors will learn to create the appropriate climate that fosters positive feelings and eliminates obstacles. Discussion will focus on providing the skills and techniques needed to help groups develop a sense of community, to acquire influence over their work-related actions, and to enjoy the openness of shared information and feelings.

7/19 Th 1-4pm SCC, T-122 JBullins

Business Plan Basics

Writing a business plan is a vital step in starting or operating a business. A good plan provides the business owner with a map to follow: defining where the business is, where it wants to be and how it will get there while providing potential investors or creditors with the information they need.

7/23 M 6-9pm SCC, T-122 BOrders

Grant Writing 101

This basic seminar is designed to encourage and build confidence for current and potential nonprofit leaders. Topics covered in the grant writing process will include: determining project need, researching information, formatting the required documentation and seeking opportunities for funding.

7/24 T 6-9pm SCC, T-122 SGore

August

Alternative Access to Capital for Small Business & Entrepreneurs

This seminar will assist small businesses and entrepreneurs by providing alternative access to capital. All small businesses are welcome including those who have insufficient collateral; credit scores below the bank minimum; higher debt to income ratios; non-standard cash flow revenue streams; or are seeking smaller loan amounts than is traditionally lent. Various lenders will be available on site to provide information and schedule appointments.

8/01 W 1-4pm SCC, T-120 DSpry

How to Get it All Done: Time Management for Small Business Owners

Is it possible to get it all done and still have time for yourself? This seminar will show you how to get the most out of your time by setting priorities, planning with purpose, handling conflict and crisis, working within a timeline, and having a life!

8/02 Th 9am-12n SCC, T-120 MCollins



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